Ooredoo Group 9M 2026 Investor Call Transcript

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Management presentation

Ali Serdar, Head of Treasury and Investor Relations:

Good afternoon everyone. Welcome to Ooredoo Group's financial results call for the first nine months of 2026. My name is Ali Serdar, Head of Group Treasury and Investor Relations. Thank you for your attendance today. I'm joined by our Group CEO, Aziz Aluthman Fakhroo, who will start with the highlights of the period, strategic progress, and group results. After that, our Group CFO, Abdulla Al-Zaman, will walk you through the performance of our operations. We'll keep the presentation short so we can leave enough time for your questions. You can submit your questions at any time using the Q&A function. The presentation is available on our website and on this platform. Please note that this session is being recorded and transcribed. And finally, please refer to the disclaimer on slide 2. With that, I will now hand over to Aziz.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Good afternoon, everyone, and welcome to our results call. Let me start with a brief overview, then cover our strategic progress and Group results in more detail.

The first nine months of 2026 were another period of solid delivery for Ooredoo. Growth was broad-based, with revenue increasing across seven out of eight markets and customer growth across most of the portfolio. EBITDA grew faster than revenue, and margin expanded on the back of cost discipline and better revenue mix. Cash generation also strengthened, with a strong increase in free cash flow. On the strategic side, the tower transaction moved into execution with the first closing, while Syntys and our fintech platform continued to scale. With a strong balance sheet and disciplined capital allocation, we are well-placed for the rest of the year.

Moving to the strategic progress. Our digital infrastructure strategy is built on four pillars: connect, transport, host and compute. We made tangible progress across all four. In connectivity, the tower transaction reached first closing, which I will cover shortly. In transport, OFN signed a dark fibre agreement and a landing partnership in Iraq earlier this month, extending the reach of the “Fibre in the Gulf” or FIG project. In host, Syntys completed new capacity at Q Data and started construction of the additional capacity signed earlier. And in AI compute, we announced our strategic investment in Zankore, our neocloud platform, with Indosat, NVIDIA and Nokia, which is now preparing for its operation phase next year. Together, these steps are building a broader infrastructure portfolio around our core connectivity business.

Let me now turn to the tower transaction. Earlier this month, we completed the first closing with Zain, establishing a jointly owned regional TowerCo. The first closing brings together Al Abraj in Qatar and ITK in Kuwait, around 4,000 towers in total. Ooredoo and Zain each hold 50%, which both portfolios contributed in exchange for

TowerCo shares. Additional tower portfolios will be added over time, subject to regulatory approval and closing conditions. The platform is designed to bring greater scale and capital efficiency, with dedicated focus on passive infrastructure. As the closing took place after quarter-end, there is no impact on our third-quarter results.

Now turning to Syntys, our data centre platform. We completed construction of 4.5 megawatts of additional capacity at Q Data, bringing active IT capacity to 34 megawatts across our data centre portfolio. At the same time, capacity under construction increased to 26 megawatts, supported by continued customer demand. Syntys generated QAR177 million of revenue and QAR80 million of EBITDA in the first nine months. Hyperscaler demand remains a key driver, accounting for the majority of revenue in Qatar. We continue to grow the platform in line with contracted demand, as we progress towards our target of 120 megawatts.

Moving to Fintech. Our Fintech platform continued to grow, led by Qatar and Oman. We now have over 400 thousand monthly active users across our live markets. Year-to-date, net revenue grew by 17%. In Qatar, EBITDA grew by 20% year-on-year, and our share of the international remittance market remained at around 22%. We are now live in four markets, including Tunisia. Iraq is in the build-out phase, with a private beta planned for next year. License applications have also been submitted in Kuwait and Algeria.

Turning to Group results for the nine-month period. Revenue grew by over 4% to QAR19 billion, and EBITDA by over 6% to QAR8.5 billion. EBITDA margin improved by almost 1 percentage point to around 45%. Net profit was QAR2.9 billion, down 5%, mainly due to the one-off legal provision in Algeria recorded in Q2. Free cash flow increased by over 11% to QAR5.7 billion.

Looking at the third quarter on its own. Revenue grew by around 4% to QAR6.5 billion, and EBITDA rose by over 4% to QAR2.9 billion. EBITDA margin was slightly higher at over 45%. Free cash flow rose by almost 20% to QAR1.8 billion. Net profit was QAR1.1 billion, down just under 5%.

Turning to revenue in more detail. Seven markets delivered revenue growth in the first nine months. Algeria, Tunisia, Qatar and Iraq led the growth. Palestine, Oman and the Maldives also contributed. Kuwait was the exception, as limited device availability weighed on handset revenues.

On EBITDA, growth was ahead of revenue in most markets for the first nine months. Kuwait, Algeria, Tunisia and Oman made strong contributions to the Group. Margin improved to almost 45%, on cost discipline and a lower share of device sales in Kuwait and Qatar. Excluding one-off items, our margin remained stable at around 44%. In Iraq, higher operating and energy costs weighed on margin, while 5G spectrum fees had an impact in Algeria.

Turning to net profit. The decline mainly reflected the legal provision in Algeria, booked in the second quarter. Excluding this and other one-off items, normalised net profit was 2.7% lower, at around QAR3 billion, mainly reflecting higher depreciation and amortisation, alongside other non-operating items.

On the third quarter, net profit was down just 5%. Excluding one-offs, normalised net profit were 13% lower, at around QAR1 billion, primarily due to higher depreciation and amortisation and other below-EBITDA items.

We invested QAR2.8 billion in the first nine months, slightly lower year-on-year, with capex intensity below 15%. Investment mainly focused on new site deployment and 5G expansion in Algeria, IT and digital capabilities in Qatar, fixed broadband in Tunisia and 4G deployment in Palestine. Capex in Iraq and Kuwait was lower, mainly to timing effect and supply chain constraints delayed part of the network rollout.

Free cash flow increased by over 11%. In normalised terms, it was up around 8%. The increase mainly came from higher EBITDA and lower capex. This gives us good flexibility to fund growth while keeping the balance sheet strong.

Our customer base grew by over 4% to above 55 million. Algeria, Iraq and Qatar were the main contributors, with strong acquisition and better retention. Kuwait was affected by limited handset availability, and Oman by a customer base clean-up and competition. The decline at IOH mainly related to new KYC requirements in Indonesia. Including IOH, total customers stood at well over 146 million.

Our balance sheet remains strong. Net Debt-to-EBITDA stood at 0.5 times, well below the Board's target range. We have strong liquidity, comprising cash and undrawn committed facilities. The vast majority of our debt is fixed-rate, with a long maturity profile. We continue to hold investment-grade ratings from S&P and Moody's.

Finally, our guidance. Based on our year-to-date performance, we are fully maintaining the full-year guidance. Despite recent geopolitical and macroeconomic developments, revenue growth is within the guided range, EBITDA margin is above our target, and capex is on track to stay within guidance. With that, I will hand over to Abdulla. Thank you.

Abdulla Ahmed Al-Zaman, Group Chief Finance Officer

Thank you, Aziz. Good afternoon, everyone. I will take you through the operational performance of our markets for the nine months, in local currency terms.

Starting with our home market, Qatar. Qatar delivered a solid performance, with growth in revenue, EBITDA and customers. Revenue grew by 2%, driven by high service revenue, partially offset by lower handset sales. EBITDA increased by 1% and margin

remained strong at 52%. Customer base grew by 3% to nearly 3 million, with a growth in both prepaid and postpaid.

Moving to Kuwait. Profitability improved, while device availability continued to impact top line. Revenue declined by 4%, mainly on lower handset and mobile revenues. Fixed and wholesale segments delivered strong growth. EBITDA increased by 12%, or around 6% excluding last year's bad debt provision. Margin improved by 5 percentage points to 37%. Customer base declined by 4% to 2.8 million, as limited device supply affected gross additions.

Now on Oman. Oman returned to topline growth and continued to improve margins. Revenue grew by 1%, as fixed and equipment growth more than offset competitive pressure in mobile. EBITDA increased by 7%, and margin improved by 3 percentage points to 47%, supported by cost discipline and last year's restructuring. Customer base stood at 3 million, slightly lower after a clean-up of the mobile base. Fixed customers continued to grow.

Turning to Iraq. Asiacell kept its revenue and customer momentum, despite a tougher economic backdrop. Revenue grew by 3%, driven by customer growth, higher data usage and the new handset business. EBITDA was broadly stable. Margin was at 45%, declining by 1 percentage point on higher operating and energy costs. Customer base grew by 2% to 20 million.

Moving to Algeria. Algeria continued to deliver double-digit growth in revenue. Revenue grew by 13%, supported by enhanced customer experience, ongoing investment and a continued focus on profitable growth. EBITDA increased by 7%. Margin moderated to 43%, mainly because of 5G spectrum fees. Customer base expanded by 12% to 17 million, supported by market expansion and effective commercial campaigns.

Next, Tunisia. Growth was again led by fixed broadband. Revenue grew by 7%. Fixed revenue was very strong on continued demand for fibre and fixed wireless access. Mobile also grew slightly. EBITDA increased by 8% and margin improved to 43%. Customer base grew by 1% to 7.5 million, led by fixed broadband.

Turning to the Maldives. Performance was healthy, despite continued weakness in tourism-related activity. Revenue grew by 2%, and EBITDA increased by 2%, on the back of resilient mobile and strong fixed revenues. Margin improved slightly to 56%, helped by cost optimisation. Customer base grew by 5%, led by mobile and fixed segments.

Next Palestine. Ooredoo Palestine delivered strong growth in a still challenging environment. Revenue grew by 15%, on improved business performance and a favourable currency effect. EBITDA increased by 25%, and margin improved by 3

percentage points to 42%. Customer base remained at 1.5 million, with a modest decline.

Finally, IOH, our equity-accounted joint venture. Revenue grew by 11% and EBITDA by 9%. Margin was 46%, slightly lower due to new frequency fees and revenue mix. Net profit increased by 33%. Customer base declined by 3%, mainly due to new regulatory requirements. This concludes my operational review. Now back to Ali. Thank you.

Question & Answer Session

Ali Serdar, Head of Treasury and Investor Relations:

Thank you very much, Aziz and Abdulla. We will now move to the Q&A session. If you would like to participate, please raise your virtual hand and I will unmute your line when it's your turn. You can also type your question in the Q&A box. And if you have joined by phone, just press star and nine. For the Q&A, I have Aziz and Abdulla, as well as as Fadi and Thomas from our senior leadership team. Let me open the floor now.

Now, the first question coming from UBS. please go ahead.

Thando Skosana, Director, Telecoms Analyst, UBS:

Great. Good morning, everyone. And, you know, congratulations on the results, given, you know, the circumstances. I'll start with maybe three questions. I don't think they're too difficult. The first one is just in terms of the tower deal. Can we expect an equalization payment from Zain Group in the coming quarter? Given Qatar and Kuwait are now complete. Are you still expecting 500 million to be received, around 500 million to be received at the end of this transaction? The second question is just on Qatar, apologies if I missed this at the start, but that 8% growth in Q3 seems pretty high and good at the same time. I understand there was a Samsung distribution deal as well I wonder if you could just square that up in terms of how much of an impact did this have? And then what was the underlying or existing revenue growth within Qatar? The third question is just again on Qatar, Kuwait, as well as Iraq, I'm just wondering if you can give us what you guys are seeing in terms of that supply chain disruption. If you could just square it up in terms of are you seeing any improvements and what steps are you taking to improve that equipment sales? Thank you.

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Aziz Aluthman Fakhroo, Ooredoo Group CEO:

I'll take a couple. I'll pass the one to the team. Starting with the tower transaction, first, we're very happy finally, first close. I think some of you might have lost hope after a while but we persevered, we managed. So what we've secured today is a close of our Qatar, for Zain's Kuwait. This is the first close. Regarding an equalization payment, with the agreement we are not having an equalization payment within the first year. The amount is withheld and will be paid within the second year. So you can't expect an equalization payment this quarter or next quarter. What you will see is an accounting gain on the value of the asset held for sale versus the contribution of the assets, the contribution we receive for the value of our assets. This will be reflected in Q4. It's quite a significant gain. I'm pre-empting the question, we won't disclose the number today of the actual gain because we're still finalizing calculation getting it reviewed by the auditor, so I don't want any quotes - *"oh you quoted this it's not exactly that"*. Once we have the final number, we will happily disclose it.

Final question on the towers, which is the total equalization payment, we still anticipate a quantum of north of 500 million dollars if and when all the markets are closed.

Second part I will answer which is logistical disruptions. Look, the region has adapted quite well, there's quite a few alternate routes in terms of logistics, mostly are on land from Oman instead of being feeded by ship. They are feeded on land via Oman and then to Qatar and the rest of the region the alternate routes for Iraq coming from Turkey and Jordan. So, most of the disruptions we were facing in terms of for instance device sales in Kuwait and Qatar, these are resolved. We just had a very successful launch of the new iPhone in Qatar, in Kuwait and in all the markets. We are low in inventory, not because of logistical issues from the region, just due to iPhones, Apple's logistical issues and shortages on full. So I think they're mostly resolved. We're trying to catch up on a bit of the backlog in terms of capex in Iraq, for instance, in terms of the network rollout in Q4.

The last question, I'll leave it to you guys, was relating to Qatar and the growth, which we're very happy for.

Abdulla Ahmed Al-Zaman, Group Chief Finance Officer:

Yes, this quarter also shows a strong growth momentum for Qatar, and this is driven by the mobile growth, plus the ICT, which is we say it's a low margin business and a transit and a wholesale which is mainly the growth driven by this revenue stream.

Ali Serdar, Head of Treasury and Investor Relations:

All right thank you for the answers and thank you for the question.

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The next question from Abhishek, could you clarify the expected impact of the tower transaction on consolidated EBITDA from 27 onwards and also how much of the transaction proceeds, should we expect to receive, which you covered actually, and will this primarily be used for debt reduction or reinvestment?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

I'll answer a very small part. Debt reduction, I don't think we have much debt to reduce. We're at 0.5 times net Debt-to-EBITDA so I'm not sure this would be a smart use of proceeds. Regarding the accountant treatment I'll let you take it.

Fadi Abdellatif, Deputy Group Chief Financial Officer

On EBITDA, we expect minimal impact on EBITDA this quarter. The actual amount will be disclosed in Q4 itself for this transaction or disclosing.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Just maybe on EBITDA, the tower transaction has a positive impact.

Ali Serdar, Head of Treasury and Investor Relations:

All right, thank you. The next question again from Abhishek. Could you please provide some color on the key factors driving the 1.4% decline in mobile revenue in Kuwait?

Fadi Abdellatif, Deputy Group Chief Financial Officer

In Kuwait I think it's mostly related to the handsets supply chain. Many of the acquisitions come associated or bundled with the handsets so in line with the decline with the handsets we've seen the decline in activations. We're happy to see in Kuwait the EBITDA enhancement. We've seen 11% EBITDA enhancement in absolute amount. Even the EBITDA margin reaching to 38.9% for the quarter and 37% year to date mainly driven by the fixed revenue increase and the wholesale increase as well.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

I'll just add at one point to Kuwait what you can see is also a slight reduction in our subscriber number. As you know Kuwait has been quite severely impacted during this conflict. Actually, I think physically has been one of the countries at least in our footprint

the most impacted. As also you know we have a predominance of our customer base which sits within the expat community so we've witnessed a slight drop in expat population in Kuwait which is reflecting through our numbers.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you. Moving to the next question, yes, from Nikhil from CBQ, what has been the reason behind the higher charges on your commission on cards, i.e. against a normal run rate of 180, 190 million per quarter, Q3 has seen an increase to 290 million?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Is this a question for CBQ or for Ooredoo?

Ali Serdar, Head of Treasury and Investor Relations:

Question from CBQ, but I think it's not clear. Do you want to ask the question live Nikhil?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

We don't disclose these things so.

Ali Serdar, Head of Treasury and Investor Relations:

Do you hear us Nikhil?

Nikhil, Analyst, CBQ

Yeah, yeah. Well, actually, thank you for taking the call. I just wanted to understand in terms of your overall, you can say, commission cards, which is shown under the expenses column.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

I'm not quite sure which commission card you're talking about.

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Nikhil, Analyst, CBQ

I need to understand, is that the normal run rate that we could be seeing it going forward or has that been some, you know, one-time cost associated?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Nikhil, we're not sure what you're talking about and where you're getting this number from. What are you referring to as commission on cards? And which business segment are you talking?

Nikhil, Analyst, CBQ

I'm talking about the group level, sir. Okay, fine. I mean, I think so. Maybe I'll just again put it across back to your IR later on in the call.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Yeah, just send it. Highlight where you're getting this number. I will be very happy to answer that question if we can.

Nikhil, Analyst, CBQ

Yeah, thank you. Thank you.

Ali Serdar, Head of Treasury and Investor Relations:

The next question from an anonymous attendee. In Kuwait, EBITDA margin rose 5.2 percentage points. While the customer base fell 4.3% and equipment revenue dropped 22%. How much of the margin gain is structural versus lower, low margin device sales and what do you expect to happen in the margin and subscribers when device supply normalizes?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

So yes, a part of the margin gain is due to the reduction, but that was mainly in Q2 of this year where we had shortage of device sales, what we are seeing an improvement in the quality of the customers and as I mentioned earlier we also saw a slight reduction

in the expat population. This is usually the lower tier of the population, lower tier of our customers, so lower margin customers

Ali Serdar, Head of Treasury and Investor Relations:

Thank you, the next question...

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

One last thing. Kuwait, and this is a comment, Kuwait's management team has been extremely proactive in terms of cost control.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you, Aziz. Next question, please. I currently do not see any further questions, but encouraging everyone. Well, I don't see further questions. So, oh, yeah, Thando.

Thando Skosana, Director, Telecoms Analyst, UBS:

Great, I'll just ask one. Can you just talk us through the outlook you have for Iraq, please. I see the macro is weakened, I'd say especially in Q4. I'm just trying to get a sense of how you're thinking about Iraq because this has been a key growth driver for you. And then maybe a second question on Algeria. I know you're investing in terms of margins and I know you're investing now in 5G and the spectrum there, but what's a more sustainable EBITDA margin that we should expect going into 2027, please, thank you.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

So Iraq even before the conflict we expected slower growth, and this was part of our budget, than the previous year. And this was driven maybe mainly by two factors. One, the migration to 4G is close to completed so we're mature in terms of a market for 4G. The second part is as you know, especially two years ago but a bit of last year as well, we benefited quite a lot, not just us also in our competition, from the change of regulatory treatment to Korek and the different step which had been taken by the regulator towards them which created quite a significant inflow of new customers to us and to Zain. We also in our plan sort of seen that trend maturing. So what we're seeing

today in Iraq, in terms of top line growth, in terms of customer growth, we're actually where we thought we would be according to plan, so that's not much surprise and we believe it's a stabilized run rate. What we have been witnessing in Q3 and probably will stay at the same level in Q4 is some slight reduction in discretionary spending from subscribers. So that's why profitability is a bit lower than expected. Last but not least, which is systemic effect is the devaluation in currency. What was the second part of the question?

Philippe Amorim, Investor Relations Manager:

Algeria, sustainable EBITDA margin.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Algeria, look, we're growing very strongly. We're the number one network in terms of 5G quality. We're also the number one network. I think we have 60% of revenue market share of 5G. We're growing very fast and our EBITDA margins are improving. I'll let finance take...

Fadi Abdellatif, Deputy Group Chief Financial Officer

We expanded extra frequency cost that we incurred as part of the 5G launch which impacted Algeria EBITDA margin. And over time with revenue growth hopefully we'll see a slight enhancement on the EBITDA but again, the 5G license cost was a major cost increase for Algeria.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you. The next question is regarding Qatar. In Qatar, are we seeing increasing competitive pressure on post-paid ARPU, particularly in higher-value customer segments, and how much of the weaker EBITDA margin reflects pricing versus higher operating expenses in Qatar?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

So, we're not seeing pressure on the higher-end ARPU. We have this rule, 20% of our customers represent around 80% of our EBITDA in Qatar. and this we will defend the customer base and ARPU associated with it through especially excellence in customer experience. The slight reduction in EBITDA margin is not coming from OPEX or from

reduction in ARPU, it's coming from expanding B2B and ICT sales, which are quite strong, but they come with a slightly lower operating margin than core telco. Just off of my head, don't quote me, but it's a rough rule of thumb. Our gross operating margins in terms of consumer is north of 70%. Our gross operating margin in terms of ICT is closer to 55 to 60 percent so that has an impact.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you. The next question is again from an anonymous investor. Will the positive gain have an impact on dividends? I think referring to the tower deal that we mentioned but we normalize the net profit for dividend.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

We normalize, it will be an exceptional, quite sizable exceptional gain, at the same time it's an accounting gain, it's a non-cash item, and that's, you know my answer when it comes to dividends. Management recommends it's at the discretion of the board, and that's a discussion to be had very early next year.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you. The next question is about the capex guidance. Capex as of the first nine months, seems low compared to the guidance. Do you still expect to reach this? and which markets will it mostly be from?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

So our capex overall first there's some cyclicality to capex. Q4 is always a catch-up month in terms of capex because a lot of the capex we do in Q4 is to set up the next year. Some capex item, especially coming from subsea cable have been on hold, as you can expect. Laying a cable through the Strait of the Hormuz is impossible as of today. So I think that represented close to $300 million, $250 to $300 million, which has been on hold. We did accelerate some capex in Algeria to offset and to avoid next year being hit by subsea cable plus some planned capex for Algeria. We brought forward some of the rollout next year to this year at least in terms of orders so it absorbs the lumpiness plus it allows to us to secure our dominance in terms of 5G in that country. We try to be very nimble in terms of capex. Again there were some logistical and delivery issues, especially in Q2 and a bit of Q3, especially in Q2 in Iraq due to the current situation, these are resolved. We'll try to catch up as much as we can.

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Ali Serdar, Head of Treasury and Investor Relations:

Thank you. The next question is from Abhishek Sukatni. Could you please provide some colour on the key drivers behind the strong year-on-year growth in Tunisia's fixed broadband revenue?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Very strong execution and commercial strategy

Ali Serdar, Head of Treasury and Investor Relations:

And strong demand on fixed wireless access, I can say.

The last question that I can see for now, are there any plans to increase your net debt and utilize the balance sheet further in the near term?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Look, we do view, we do view our current leverage ratio sub optimal. At the same time, we have no need for the current cash. Markets as you've been followed in terms of cost of borrowing have been more elevated than traditionally due to a number of circumstances, not limited but also including the current regional effects. We've seen the 10-year treasury which is close to its highest, it's resolved slightly but it's still close to six, so we've always been very opportunistic in terms of our debt issuances. If we don't have immediate need for debt we don't see the cost, the purpose of incurring higher debt servicing cost and locking in higher rates, so we'll remain opportunistic on that. But yes, we are looking to resolve our debt issue.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you.

Next question, from an anonymous attendee again. On Syntys, could you provide greater visibility on the 26 megawatt current under construction in Qatar? What proportion is already contracted? What is the commissioning schedule? And what range of EBITDA returns or project IRRs are you targeting?

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Aziz Aluthman Fakhroo, Ooredoo Group CEO:

So it is in construction. as you know we have an approach to build to suit. So we don't build and then try to lease out facilities. We only build when we have anchor tenants. This facility has a significant anchor tenant which is utilizing most of the capacity. We're currently finalizing an expansion of that contract to utilize the full capacity. So very shortly, it will be fully leased out. In terms of EBITDA returns, typical, I won't talk about this facility in general, but what we see is when a facility is fully RFS and fully utilize a full run rate, we're running EBITDA margin north of 60% on these types of facilities. Off of my head, IRRs are in the mid-level zone leverage.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you. Next question. Again, anonymous. How should we think about dividends given the policy of 50 to 70%? Can we expect the higher end with so much cash? Would you revise the policy up again?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Again, we just revised the policy. Last year, we were in the mid-range of that policy at 60% payout ratio. I don't envisage revising the policy. And then where we will land within that guidance, my usual answer, this is a purview of the board.

Ali Serdar, Head of Treasury and Investor Relations:

Next question. I do not see further questions. Nikhil, we will take this question offline, if it's okay for you, regarding your questions on commissions. So I'll get back to you on that today.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

I was reading the question. This is not commission on cards. This is interconnect rates.

Ali Serdar, Head of Treasury and Investor Relations:

Yes.

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Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Let's see, let's see the full question right now.

Ali Serdar, Head of Treasury and Investor Relations:

Okay. I have an answer from Nikhil. We will take it offline. Further questions? I do not see any. I will check once again. Okay, since there are no further questions, I'd like to thank everyone for joining us today. Our next release will be our full-year results, expected in February. If you have any If you have any follow-up questions, please feel free to contact us, the IR team. Any closing remarks, Aziz or Abdulla?

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

No, thank you as usual. Thanks for your support. Thank you for the good questions. Looking forward to talk to you next quarter.

Ali Serdar, Head of Treasury and Investor Relations:

We are planning.

Aziz Aluthman Fakhroo, Ooredoo Group CEO:

Okay.

Ali Serdar, Head of Treasury and Investor Relations:

Thank you, thank you very much.